

Message Text

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ACTION EA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 050011Z FEB 75

FM AMCONSUL OSAKA KOBE

TO USDOC WASHDC

SECSTATE WASHDC 1747

INFO AMEMBASSY TOKYO

AMCONSUL NAHA

AMCONSUL FUKUOKA

AMCONSUL SAPPORO

UNCLAS OSAKA KOBE 0144

E.O. 11652: N/A

TAGS: BEXP, BFOL, JA

SUBJECT: TRADE OPPORTUNITIES: STATE DEVELOPMENT AGENCIES

REF: OSAKA KOBE A1, JANUARY 13, 1975.

1. IN AUGUST, 1974 WE INFORMED USDOC (OSAKA KOBE A-56) OF OUR INTENTION TO GIVE PARAGRAPHS 1. AND 10. TO STATE DEVELOPMENT AGENCIES IN TOKYO FOR FORWARDING TO "STATE GOVERNMENTS TO WHAT THE APPETITES OF BUSINESSMEN OF THEIR STATES FOR THAT PARTICULAR TO AND FOR THE TO PROGRAM IN GENERAL."

2. WE HAVE BEEN FOLLOWING THAT PROCEDURE, BUT ARE NOW INFORMED BY A GEORGIA STATE DEVELOPMENT AGENCY REPRESENTATIVE THAT THE USDOC COMPUTER CANNOT RETRIEVE A TO SOLELY ON THE BASIS OF THE NUMBER IN TO PARAGRAPH 1 (E.G. 588/04/P0700).

3. COMMENT THIS POST IS HIGHLY ENTHUSIASTIC ABOUT THE TO PROGRAM AS EVIDENCED BY OUR TURNING OUT SOME 10 PERCENT OF THE WORLD'S PRODUCTION.

WE ARE ESPECIALLY DESIROUS THAT THE TO PROGRAM GROW AND PROSPER BECAUSE

WE BELIEVE IT IS AN EXTRAORDINARY TOOL FOR PROMOTING U.S. EXPORTS. BUT

WE ARE BEING EMBARRASSED BY SITUATIONS SUCH AS THE ABOVE AND BY OTHER

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FEEDBACK FROM STATE DEVELOPMENT AGENCY TOKYO REPRESENTATIVES WHO

CLAIM THE BUSINESSMEN OF THEIR STATES DO NOT BELIEVE TAXPAYING
CORPORATIONS SHOULD HAVE TO PAY FOR TRADE LEADS FROM THE FEDERAL
GOVERNMENT, AND THEY TELL US FULL TOS ARE PROVIDED BY EUROPEAN FOREIGN

SERVICE POSTS. WE ARE WELL AWARE OF EFFORTS TOWARD FULL COST RECOVERY

FOR THE TO PROGRAM. WE HAVE OFTEN REITERATED OUR OWN CONCERNS OVER
UNDERCUTTING THE PRESENT 10,000 SUBSCRIBER FIRMS BY PROVIDING OUR TOS
FREE TO NON-SUBSCRIBERS: AND WE FEEL STRONGLY THAT U.S. FIRMS WILL ACT

MORE RESPONSIBILITY IN THE INTERNATIONAL MARKETPLACE IF THEY PAY BUT
ONLY A TOKEN DOL .50 OR DOL .75 FOR A TO FROM THEIR FEDERAL GOVERNMENT.

4. MOST IMPORTANTLY, WE ARE WELL AWARE OF THE DILEMMA USDOC FACES IN
RESOLVING THESE ISSUES.

5. BUT TO ENABLE US TO DO OUR BEST JOB OF PROMOTING THIS HIGHLY
PROMISING PROGRAM, WE HOPETHE ISSUES CAN BE RESOLVED EXPEDITOUSLY.

6. MEANWHILE, WE WOULD APPRECIATE ANSWERS ASAP TO THE FOLLOWING TWO
BASIC QUESTIONS TO ENABLE US TO GET BACK ON A FIRM FOOTING WITH THE
VERY ACTIVE STATE REPRESENTATIVES IN TOKYO.

7. ACTION REQUESTED THAT USDOC INFORM US:

A. IF THE USDOC COMPUTER CAN RETRIEVE FULL TOS FOR INDIVIDUAL US
FIRMS OF THE BASIS SOLEY OF TO PARAGRAPH NUMBER 1.,

B. IF EUROPEAN POSTS ARE IN FACT PROVIDING FULL TOS TO STATE
DEVELOPMENT AGENCY REPRESENTATIVES IN EUROPE.

8. THIS TELEGRAMS HAS CONCURRENCE OF EMBASSY TOKYO.
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